

ANNOUNCER: Our next presenter, Kim Sanz.

MS. SANZ: Well, good morning. This is probably the only time in my life that I can say that I led Ward Burton for a lap.

It's really a privilege to be among all of you. Many thanks to each and every person who have made this conference such a rich and memorable event for me in particular because I'm just a country girl. I'm a nature lover thanks to my dad who introduced me to catching that big bass and taking me through the Audubon picture books as a toddler.

But I'm a fourth generation Floridian and I've seen a lot of change. I live on the same lake that I grew up on and now we're facing change. In fact, since the freeze took all the citrus trees, my little rural dirt road is now a two-lane blacktop to four new neighborhoods offering affordable lakefront living.

I would have liked for things to have stayed as they were but the success of the Central Florida economy plays a huge part in my life as one of 50,000 plus Disney cast members. That's what we call our employees there. So change is required for the economy because the tourism industry feeds my family every day. It's about economic growth. I think Mayor Williams said it well yesterday morning. Jobs and opportunity are part of protecting the environment.

But we all know that growth must be managed with everyone's agenda in mind. Growth is hard. Growth with the environment is even harder. Addressing growth is about sharing the wealth, our land, our profits and our skills. We're sharing at this conference and the dialogue has truly reflected Secretary Norton's four Cs; Communication, Consultation, and Cooperation, all in the name of Conservation.

I hope she'll indulge me though, I'd like to add a fifth C, which is Compromise. While all of us here have a love for nature and wildlife as a common thread, we all also need to make a living, to survive. So we must compromise to find solutions that work for everyone and for the species which have been on this land long before any of us.

So compromise is about common ground and about give and take. Secretary Johanns said and I heard many times in the workshops yesterday, success of a partnership must be voluntary. Management by mandate is not the best option. You cannot force a partnership any more than you can force the wrong piece into the wrong slot in a jigsaw puzzle. Partnerships have to be fluid and people have to be

very creative in their approaches.

For example, in the early '90s, Walt Disney World purchased 8500 acres of land called the Walker Ranch. We donated it to the Nature Conservancy and have a long-term agreement with them to manage it. It was a \$40 million investment which allowed Disney to plan the build-out of Walt Disney World Resort. But, you know, more importantly, at the time it was a new way of working together with many agencies to compromise, to insure that a key ecosystem at the head of the Florida Everglades remains protected.

I mention this only because it exemplifies another common conservation theme. It's about models and being a benchmark for others. The great partnerships that were listed in the booklet we got when we checked in are incredible. They're models, too. I applaud all of the hard work and probably the heartache that went into a lot of those partnerships. I think we can share these examples broadly with others and we can, indeed, affect change for the better.

I hope you will bear with me if I quote the founder of my company. At the time he was talking about theme parks, but I think you can apply it to anything you're trying to accomplish to achieve together with people. He said, "You can design and create and build the most wonderful place in the world, but it takes people to make the dream a reality". So we all have friends and colleagues or maybe children that have the power to help make our dream here of cooperative conservation a reality. It's our job to go back now and to engage these people in the mission. Personally, I'm taking away a renewed sense of responsibility and enthusiasm and passion for the future of conservation in this country and I hope you do too. Thanks so much.